



# Commercial Management in Infrastructure: Detailed Course Summary

## Course details

Duration: **6 months**  
Language: **English**  
CPD: **60 hours**

## Price

RICS Member: **\$675**  
Non-RICS Member: **\$795**

## Course summary

Global demand for infrastructure is growing rapidly as the push to secure future economic stability becomes the focus for governments and organisations. This has resulted in an increased demand for commercial managers who are able to secure investment returns on infrastructure programmes.

As such, it is vital to have the skills required to deliver value for money outcomes. Through initially setting the scene of the infrastructure industry, this bundle of online courses builds on the key skills of existing construction professionals to develop best practice for a Commercial Management role.

From managing main stakeholders and understanding their drivers and motivations, to administering the process of cost planning and benchmarking, risk, supply chains and procurement processes, this course delivers the fundamental skills required for best practice commercial delivery on an infrastructure programme, by working through a diverse range of case studies and reading materials.

## Module learning outcomes

### Module 1 – Infrastructure: Setting the Scene

- Determine the main components of an Infrastructure Programme
- Examine how major programmes are organised and managed
- Illustrate the political aspects and interests in an Infrastructure Programme
- Estimate market influences, and how these can impact on an infrastructure programme

### Module 2 –The Main Stakeholders

- Explain who the main stakeholders are in an Infrastructure programme
- Describe how stakeholder relationships operate in an Infrastructure environment
- Examine a business case & its impact on stakeholders

### Module 3 – Client Engagement and Collaborative Working

- Describe how the principles of good relationship management are essential on an infrastructure programme
- Manage close client/contractor relationship, to drive innovation
- Maximise your negotiation skills to agree deliverables and measures of success with your client
- Evaluate the impact of major disputes on a large infrastructure programme

### Module 4 – Tendering, Procurement and Balancing Your Supply Chain

- Build a tender document and prepare for a pre-tender interview
- Successfully Select and Procure subcontracts
- Manage the supply chain with stakeholders

### Module 5 – Cost Planning and Benchmarking

- Make use of the “Six Pillars of Success” Procurement model
- Create a cost-planning and pricing process
- Produce a reasonable estimate using your cost-planning and pricing process
- Determine the Commercial Manager’s role in managing a tender process

### Module 6 – Risk Management

- Apply the principles of Risk Identification and Management to the commercial management of an infrastructure programme.
- Create a reporting system to continually analyse milestones & budgets
- Conclude how generated risk can have a significant effect on other areas on an infrastructure programme

## Course structure

The duration of this course is 6 months, plus time needed to complete your end of course examination. During this period, you will learn via a combination of online self-study material. Activities you will access are outlined below.

### eLearning Sessions

Self-study material teaching you the essential skills and knowledge required for each topic. These will include interactive elements to ensure that you are applying learning to various situations and contexts so that you can embed newly gained skills.

### Reading Material

This curated list of additional resources typically includes;

- Guidance notes, practice statements and standards
- Data sets supporting knowledge
- Isurv articles
- Recommended articles from RICS journals
- Recommended articles and websites from external sources
- Recommended books and publications

### Case Studies and Set Questions

Scenario assignments and set questions put theory from the module into practice. You are also required to critically assess how other delegates apply skills with further feedback provided by trainers.

### Discussion Forum

The discussion forum is a chance for you to ask any questions and share professional experience with your peers.

### End of Module Quiz

A short quiz tracks how much of the learning has been absorbed and acts as a progress tracker.

### Consolidation Sessions

These sessions consolidate learning gained from the technical material and gives you a chance to review knowledge learnt. Within this programmed you will access 2 consolidation sessions; the first after module 3 and the second after completing module 6.

### End of Course Examination

You will be assessed through an online examination hosted by the RICS Online Academy. The online examination will take place at the end of the course and you will need to acquire the requisite minimum score to successfully complete the course.

### End of course exam

Following completion of the 6 modules, your end of course exam will become available. This set of 50 multiple-choice questions will assess how well you have achieved the learning outcomes of the programme. You will have 2 attempts at the end of course exam over the period of one month, after which you will receive a certificate of completion.

From the date of purchase, course material will be available to you for 6 months and you can access it at any time of day, from any device with internet access. Though we recommend you complete the modules in order, all content will be available from enrolment, allowing you to work through the sections most relevant to you.

All courses contribute to your formal CPD. Once you complete all modules within this programme, you will have worked through a total of 60 formal CPD hours.

## Purchasing information

The cost of this course is: RICS Members £495.00 + VAT, Non-Members £595.00 + VAT

You will be asked to complete payment to enroll onto this course. Enrolment is activated through completing the payment process by clicking the 'Buy Now' button.

